

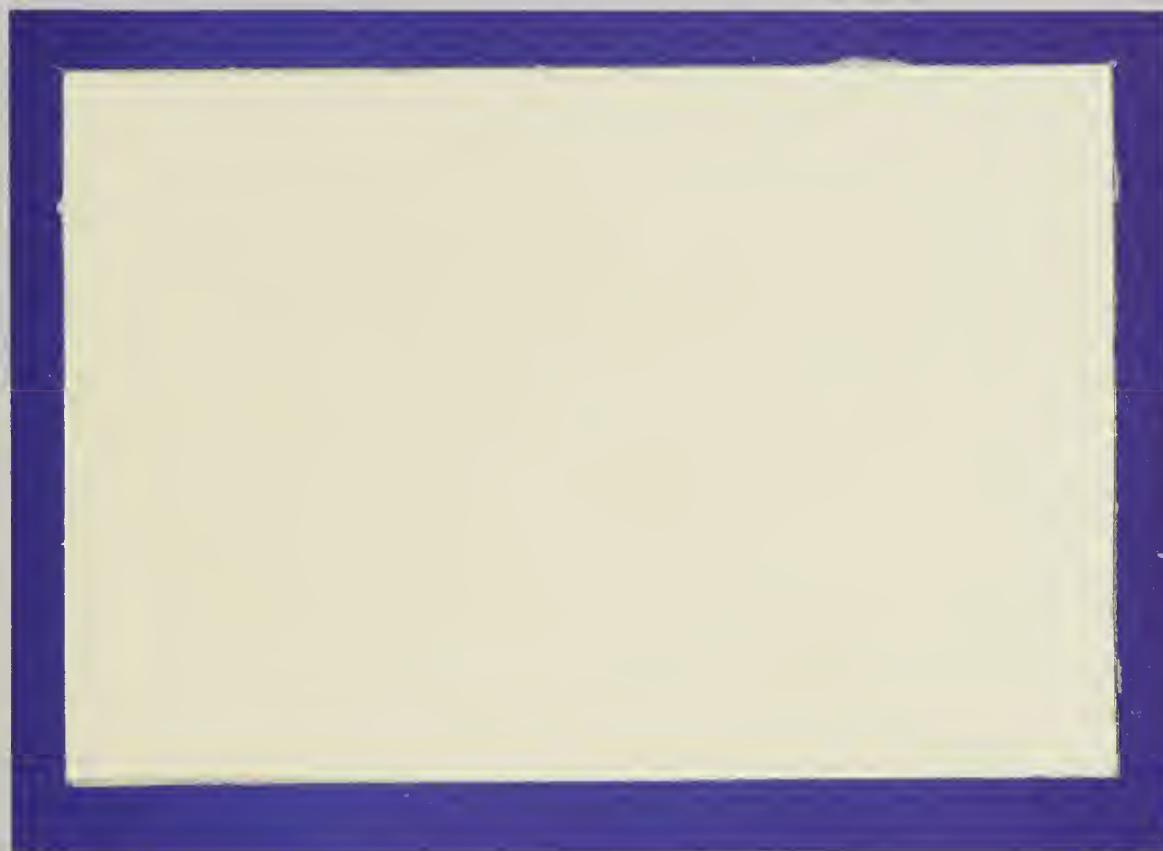
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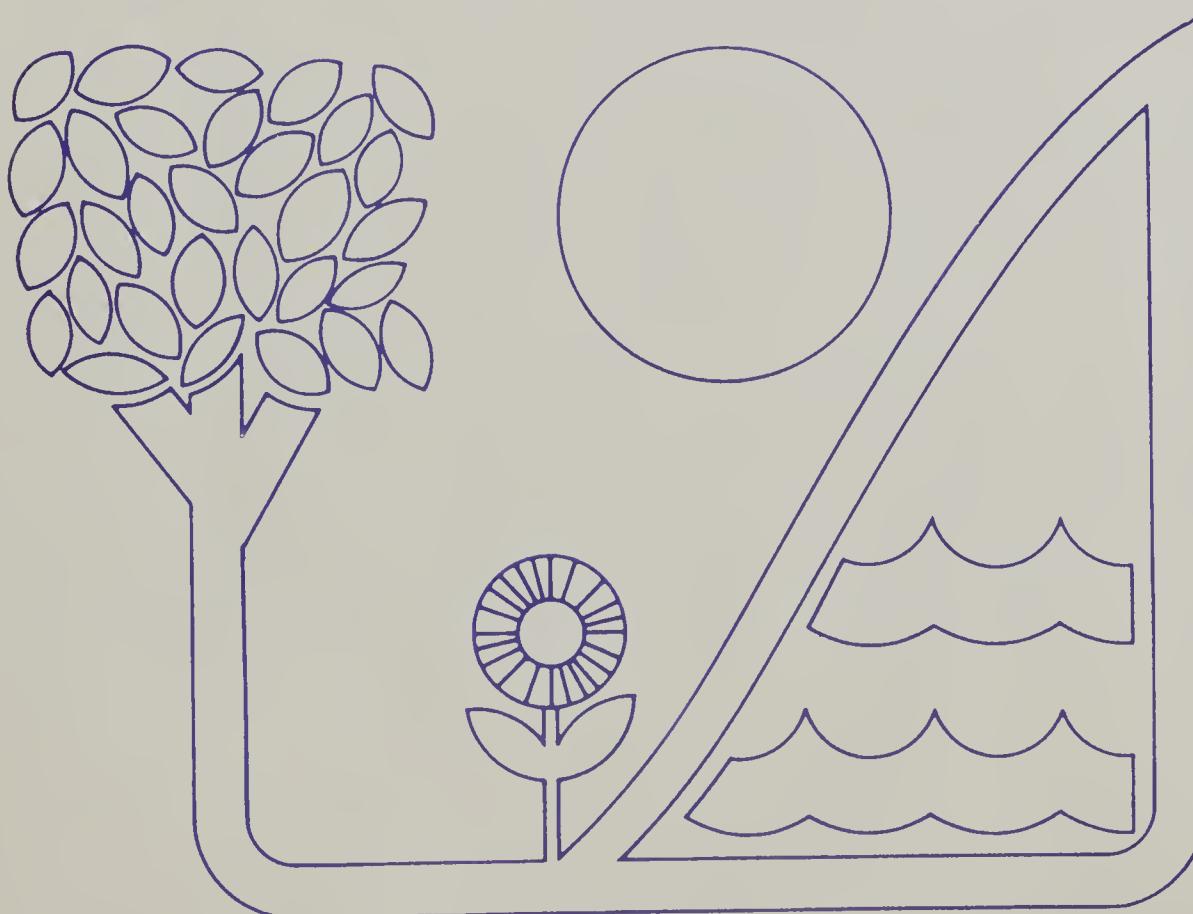
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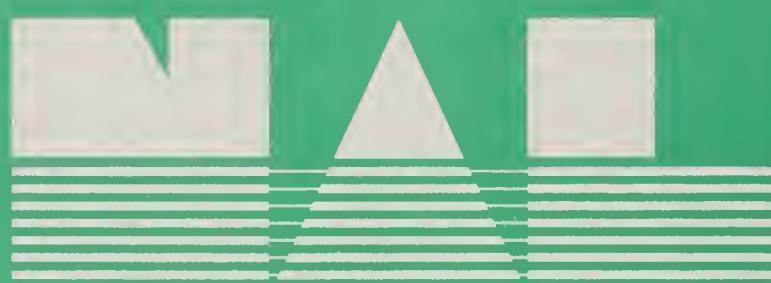
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LAND PURCHASES AND ACQUISITIONS,  
1975-77--A REPORT ON A LANDOWNERSHIP  
FOLLOW-ON SURVEY

ERS Staff Report No. AGES820407

D. David Mcyer  
Arthur B. Daugherty



Natural Resource Economics Division  
Economic Research Service  
U.S. Department of Agriculture  
Washington, D.C., 20250

April, 1982



LAND PURCHASES AND ACQUISITIONS, 1975-77--A Report on a Land-ownership Follow-on Survey. By D. David Moyer and Arthur B. Daugherty; Natural Resource Economics Division, Economic Research Service, U.S. Department of Agriculture, Washington, D.C., 20250; ERS Staff Report No. AGES820407; April, 1982.

#### ABSTRACT

Of the estimated 34 million owners of land in the United States on January 1, 1978, 3.3 million purchased or acquired 5.2 million parcels containing 112.5 million acres between 1975 and 1977. About 18 percent of the acres were acquired from relatives, by purchase or inheritance. Buyers incurred transfer costs of \$1.8 billion, or \$1,464 per parcel acquired. An estimated one-sixth of the owners acquired the land in a cash deal, and another 43 percent said they obtained financing from a commercial bank or savings and loan. Mortgages averaged 22 years in length and carried an average interest rate of 8.3 percent. One percent of the land acquired was changed from cropland to noncropland, and 4 percent was changed from non-cropland to cropland. Over one-third of the land acquired was to be operated as a separate farm and one-fourth was added to existing farms.

Key Words: Land purchases, land acquisitions, land transfers, purchase price, land financing, loans, land use.

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LAND PURCHASES AND ACQUISITIONS, 1975-77--  
A Report on a Landownership Follow-on Survey

INTRODUCTION

This report is based on a portion of the Resource Economics Survey, a 1978 survey of landowners in the United States, conducted by the Natural Resource Economics Division (NRED) of the Economic Research Service (ERS), U.S. Department of Agriculture. The Resource Economics Survey was comprised of a 12-part package to collect inter-related land resource data.

The first part of the package, the Soil Conservation Service's 1977 National Resource Inventory, provided data on the use and quality of the land. The second part of the package, the 1978 Landownership Survey (LOS), was conducted in 49 States (Alaska was excluded), and provided information on landowners--what, where, and who they are. A statistical summary of the landownership survey was released in 1980.<sup>1/</sup>

The 1978 LOS included a series of questions concerning land transactions, capital expenditures, land use changes and other land management practices. These questions were used as screening questions to identify prospective respondents for a series of 10 follow-on questionnaires. These 10 follow-on questionnaires -- each sent

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<sup>1/</sup>James A. Lewis, Landownership in the United States, 1978, Agriculture Information Bulletin No. 435, Natural Resource Economics Division; Economics, Statistics, and Cooperatives Service, U.S. Department of Agriculture, Washington, D.C., 1980. (Hereinafter cited as Landownership in the United States, 1978.)

to a subsample of the respondents to the LOS -- complete the 12-part Resource Economics Survey. The 10 follow-on surveys were: 1) Additions to Cropland; 2) Cropland Acreage Reduction; 3) Land Purchases and Acquisitions; 4) Land Sales and Transfers; 5) Land Clearing Investment; 6) Drainage Investment; 7) Investment in Conservation Structures; 8) Changes in Conservation Practices (conservation disinvestments); 9) Irrigation Investment; and 10) Irrigation Disinvestment.

Screening questions on the LOS determined if a landowner had engaged in these activities during 1975, 1976, or 1977. The screening question on the main survey helped to collect the maximum amount of data with the shortest questionnaire possible, and only those respondents that reported a particular activity were surveyed for that activity in the Landownership Follow-on Surveys. The 1975-77 time period was selected as the longest time period for which accurate information could likely be obtained. More than one year was used in order to obtain more observations of a particular activity and improve the reliability of estimates of the activity surveyed.

The data presented in this report summarize responses by landowners regarding the purchase and acquisition of land during the 1975-77 period. Data are included on the reasons the land was transferred, the proposed land use, characteristics of the parcel acquired, rezoning of the parcel, property rights retained by seller, transfer costs, financing methods, and characteristics of mortgages.

## THE FOLLOW-ON SURVEY

There is a continuing concern about the adequacy of the Nation's supply of land to meet future demand for agricultural production. In the U.S. decisions regarding the use of land are generally made by individual landowners. Because changes in ownership can frequently be linked with changes in land use, information contained in this report should interest decisionmakers who are responsible for the direction of future land policy. This report provides only a statistical summary of the results of the Land Purchases and Acquisitions follow-on survey. A more detailed analytical report is planned that will examine the interrelationships between characteristics of landowners and their land purchases and acquisitions during the 1975-77 period. These more detailed analyses should provide useful information to policymakers as they develop land use policies to reach their objectives. In the interim, the preliminary results presented here should be useful for on-going land policy review.

The screening question in the LOS used to identify sample points whose owners had purchased or acquired land during the 1975-77 period was as follows:

2, Did you PURCHASE or ACQUIRE any land in this county during 1975-76-77?

013

1                   2

Yes     No

This screening question produced 7,125 positive responses from the owners of parcels containing 36,900 sample points in the United States, excluding Alaska. Of the 7,125 positive responses to the screening question, 3,277 owners were selected to receive the Land Purchase and Acquisition follow-on survey.

Inclusion of all owners who purchased or acquired land related to each of the 7,125 points would have been desirable. However, to minimize respondent burden, no sample point was included in more than 3 of 8 follow-on surveys.<sup>2/</sup> Owners of sample points that qualified for more than 3 follow-ons were randomly assigned--with known probability--to only 3. Points qualifying for multiple follow-ons were first assigned to those follow-ons with the smallest number of responses to their respective screening question. Data for the selected points were then expanded to represent all points qualifying for inclusion in the follow-on survey.<sup>3/</sup>

All data presented in this report have been weighted using the expansion factors developed for the LOS. Use of the weights provides estimates of U.S. totals for all data concerning land purchased and acquired during the 1975-77 period. LOS weights utilized for the follow-on data were adjusted for: 1) the rate of subsampling from the positive responses to the LOS screening questions to obtain the final follow-on sample, and 2) the non-respondents to the final follow-on sample.

#### Limitations of the Data

It is useful at this point to consider several factors which may affect interpretations of Land Purchase follow-on data. Two

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<sup>2/</sup>Selection of sample points for the Irrigation Investment and Disinvestments follow-on surveys was handled separately.

<sup>3/</sup>A more detailed discussion of the survey method used in the multi-part Resource Economics Survey is presented in Appendix 1 of Landownership in the United States, 1978, supra note 1.

types of problems may be present, one type related to the sample selection process and one type related to the expansion factor system used in the LOS.

#### Sample Bias

Only persons who owned land as of January 1, 1978 were included in the LOS. Therefore, the data presented on purchases for the 1975-77 period may have a small downward bias (ie., underestimate the total volume of land transactions) because persons who bought land during the 1975-77 period but sold all owned land in the county of purchase before January 1, 1978 are excluded.

Another possible source of downward bias in the sample selection results from limiting purchases and acquisitions to the same county where land was owned as of January 1, 1978. This limitation excluded from the follow-on sample any surveyed owners who had purchased land in a different county. For example, such an out-of-county purchase might have involved a large ranch, while the LOS respondent was reporting from a residence in a headquarters city, or even another state. (Also, an owner was counted only once, in spite of the possibility of some owners holding land in two or more counties.) The net effect of this limitation is a downward bias, albeit small, in the number of 1975-77 purchases that are reported in the LOS purchase follow-on.

#### Expansion Factor Bias

A second possible source of bias is related to the expansion factor computation procedure used. The expansion factor, and therefore the estimates for all follow-on items, are a function of the

amount of land owned in the sample county by the land owner (ie., the reporting unit), as of January 1, 1978 in relation to the amount of land in the primary sampling unit.<sup>4/</sup> The LOS sample was based on the 1977 National Resource Inventory (NRI) which in turn was based on a one-third sample of the 1958 Conservation Needs Inventory (CNI). Stratification of the land area for the 1977 NRI was on the basis of primary sampling units (PSU's) which were generally 160 acres in size. Within each of the 70,000 PSU's selected, data were collected on three randomly selected points for the CNI. The name and address of the owner of first of these three points provided the sample for the LOS. Therefore, the expansion factor is based on three factors: the probability of a point being selected in the sample, the acres in the primary sampling unit, and the acres in the reporting unit. The common probability of selection in the survey was 1/144. There were 160 acres in a typical primary sampling unit (PSU). The complete expansion factor, to obtain acreage and number of owners, can be expressed as follows:

$$\text{Expansion factor} = \frac{1}{1/144} \cdot \frac{\text{Acres in PSU}}{\text{Acres in Reporting Unit}}$$

The potential downward bias of this expansion procedure can be illustrated with the following example. If two owners each held 160 acres on January 1, 1978, their "raw" expansion factors--based on a 160 acre primary sampling unit would be 144, ( $23,040 \div$  acres reported owned). (With a 100 acre primary sampling unit their raw expansion factors would be approximately 90.) However, one may have purchased all his

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4/Landownership in the United States, 1978, p. 34.

land during the three year period and the other only a few acres. There would be no bias in the former case, where all land, as of January 1, 1978, was purchased in the 1975-77 period. However, in the latter case, the portion of the acreage owned that was purchased prior to 1975 would lower the size of the expansion factor. The reduced size expansion factor would tend to underestimate the magnitude of owners, acres, and other items involved in land purchases in 1975-77, since it gives equal weight to all purchased parcels, regardless of size. However, it can be logically assumed that the purchase of small parcels occurs more frequently (ie., at a higher rate of probability), than the purchase of large parcels. Because parcels of all sizes were assigned an equal probability in the Purchase survey, purchase of small amounts of land, relative to total holdings at the end of the survey period, would tend to underestimate land purchased in the aggregate.

The problem in general is that the expansion factors are based on the holdings in the county at the end of the period and are not related to the magnitude of the purchase.

#### Responses to the Survey

Of the 3,277 points included in the Land Purchase and Acquisition follow-on sample, owners of 1,857 (57 percent) of the sample points responded with data concerning land purchased and acquired during the 1975-77 period. (The follow-on survey questionnaire is included in Appendix 1 of this report.) Owners of an additional 888 (27 percent) of the sample points contacted in the follow-on returned questionnaires indicating they had not purchased or acquired land,

in spite of an affirmative response to the LOS screening question. There was no response to the follow-on survey for the remaining 532 (16 percent) of the sample points, in spite of comprehensive follow-up procedures using mail, telephone, and personal interview techniques.

A number of factors may account for the fact that more than one-fourth of all respondents reversed themselves and indicated on the follow-on that they had not purchased or acquired land, after indicating they had done so on the LOS screening question. One possible reason is that the respondents may have initially reported purchases in counties other than the county in which the sample point was located. Also, purchases before 1975 could have been reported. Other respondents may have changed their response in order to avoid the necessity of participating in the follow-on mail survey.

Unfortunately, budget and time constraints prevented a systematic check on these discrepancies in response. The net effect of these inconsistencies upon the accuracy of the land purchase and acquisition estimates cannot be determined.

#### Organization of the Report

A summary of the highlights of the principal follow-on survey findings are presented in the next section. Data are presented in 30 tables immediately following the survey highlights.

The tables are divided into two categories. The first six tables contain estimates based on all land reported purchased or acquired during 1975-77. Data are included on the number of owners reporting purchases by year, acres purchased or acquired by year,

total parcels purchased or acquired in the three year period, and the number of owners reporting purchases and acquisitions and acres purchased or acquired, by method of acquisition.

The remaining tables (7 through 30) contain data only on the most recent tract purchased or acquired from others. This limitation in the follow-on survey was used in order to eliminate confusion if an owner purchased or acquired two or more parcels during the three year period. Three types of data are included concerning the most recent tract purchased or acquired: 1) transfer data (such as number of owners and acres by year of purchase or acquisition, purchase price, and transfer cost); 2) financing arrangements (such as method of financing, type of loan guarantee, length of loan, interest rate, and discount points paid); and 3) parcel data (such as tract characteristics, land use changes since owned, planned use, rezoning, and separated rights retained by seller).

Generally, tables are included for both the number of owners reporting purchases and acquisitions and the number of acres purchased or acquired. All data are presented for each of 10 farm production regions and for Hawaii, as well as U.S. totals (excluding Alaska).

Coefficients of variation are presented for selected data items in some of the tables. Coefficients of variation (CV's) provide a means of evaluating survey results. CV's express variation around a sample mean as a fraction of the sample mean. As used here CV is defined as the standard error divided by the mean. Therefore, the smaller the CV, the greater the reliability of the estimate (eg., a statistic with a CV of 10 percent is more reliable than one with

a CV of 20 percent.). In interpreting CV's, if an item has a CV of 10 percent, chances are 2 out of 3 that an interval constructed to represent a range from 90 to 110 percent of the survey value would contain the true population value. Chances are 19 out of 20 (with a CV of 10 percent), that an interval constructed to represent a range from 80 to 120 percent of the survey value would contain the true population value.

#### SURVEY HIGHLIGHTS

##### Owners Reporting and Acres Purchased or Acquired, 1975-77

An estimated 3.3 million 1978 land owners in the United States purchased or otherwise acquired land from others during the 1975-77 period. Based on the coefficient of variation for this estimate (Table 1), the 95 percent confidence interval is between 2.3 and 4.2 million owners purchasing or acquiring land from others during this three year period. These U.S. land owners are estimated to have purchased or acquired 112.5 million acres of land during 1975-77 (Table 2). The 95 percent confidence interval for the U.S. acreage estimate (based on the CV of 7.3 percent shown in table 2), would be from 96.1 to 128.9 million acres.

About 44 percent of the owners reporting indicated that the purchase or other acquisition occurred in 1976, followed by 29 percent in 1977 and 27 percent in 1975. Estimates of acres purchased or acquired exhibited a similar pattern, with 45 percent in 1976, followed by 28 percent in 1975 and 27 percent in 1977.

In addition to estimates for the U.S., both number of owners and acres involved in purchases or acquisitions are also estimated

for each Farm Production Region and Hawaii (Tables 1 and 2). Over one-fourth of the owners reporting purchases or other acquisitions were in the Northeast (Table 3). Two other regions reported over 10 percent of the total U.S. purchases in the three year period, 14 percent in the Cornbelt and 13 percent in the Appalachian region. Caution should be used in regard to these regional estimates, since the coefficients of variation are quite large.

Of the estimated 112.5 million acres reported purchased or acquired during the 1975-77 period, over 20 percent were in the Pacific region. Other regions with over 10 percent of the acres purchased were the Northern Plains (14 percent) and the Southern Plains and Cornbelt (both with 11 percent). Coefficients of variation for these acreage estimates are substantially smaller than for the estimates of number of owners. However, it should be noted that nearly three-fourths of the purchased acreage in the Pacific region was reported to have occurred in 1976. Based on the coefficient of variation for the 17.5 million acre estimate, the 95 percent confidence interval is between 9.5 and 25.6 million acres (Table 2).

#### Parcels Purchased or Acquired, 1975-77

Nearly 5.2 million parcels were reported purchased or acquired by 3.3 million owners in the 1975-77 period (Table 4). About one-fourth of the parcel transfers reported occurred in the Northeast. Four other regions, Appalachian, Southeast, Southern Plains, and Pacific, reported between 10 and 12 percent of the parcel transfers that took place in the 1975-77 time period. All other regions accounted for less than 10 percent of the transfers each.

The Northern Plains had the largest estimated average size for parcels purchased or acquired in the three year period, nearly 77 acres. The next largest parcel size averages were in the Pacific (41 acres) and Mountain (28 acres) regions. All other region averages were less than 25 acres.

#### Method of Acquisition

Seven out of eight owners indicated they acquired the land through purchase from a non-relative (Table 5). The coefficient of variation for the estimated 2.9 million owners who purchased or acquired land from non-relatives indicates chances are 19 out of 20 that for the entire population, a range between 2.1 and 3.7 million owners would contain the true value.

About 95 percent of the owners indicated they purchased the property. About 4 percent indicated they inherited the property or received it as a gift.

Purchase from non-relatives was the most frequent acquisition method in all regions. The proportion so reporting ranged from 57 to 97 percent. Nearly two-fifths of owners in the Delta region indicated they purchased land from a relative. The Appalachian and Southern Plains were the only other regions where over 10 percent of the owners purchased from relatives. Inheritance was given as an acquisition method by 10 percent of the owners in the Northern Plains. Owners in all other regions indicated that inheritance accounted for 4 percent or less of all acquisitions. Gifts accounted for 8 percent of the acquisitions in the Appalachian farm production region. All other regions were 5 percent or less.

In terms of acreage, it is estimated that about 70 percent of all land purchased or acquired in the 1975-77 period was purchased from non-relatives (Table 6). Therefore, purchase from non-relatives is not quite as dominant in terms of acreage as it is in terms of number of owners (Table 5). At the national level, an estimated 12 percent of the acres acquired were purchased from relatives, 6 percent were gifts, and 3 percent were inherited.

Purchase from non-relatives accounted for a majority of acres purchased in all regions except the Northern Plains, where 36 percent of the land was so acquired. Non-responses were a major factor in this region also, accounting for another 36 percent of acreage purchased or acquired.

Twenty percent of the acres in the Lake states were purchased from relatives, followed by 19 percent in the Appalachian region and 16 percent in both the Southern Plains and Mountain regions.

Inheritance was reported to account for 11 percent of the land acquisitions in the Southeast, followed by 10 percent in both the Southern Plains and the Northern Plains. Gifts were highest in the Delta region, where 9 percent of the acreage was estimated to have been acquired by this method.

#### Most Recently Acquired Tract

The data on which the remainder of this report are based refer only to the most recent tract purchased or acquired during the 1975-77 period (See questions 4 through 18, Appendix 1). This limitation was used in order to avoid respondent confusion in cases where owners had purchased or acquired two or more parcels during the three-year time period.

As was the case for all land (in Tables 1 and 2), information was obtained regarding the year and acreage of the most recent parcel purchased or acquired. The distribution of owners by year of purchase for the most recent tract was similar to that reported for all parcels. Forty-two percent of the owners reported acquisitions in 1976, 32 percent in 1977 and 26 percent in 1975.

The amount of land in the most recent tract acquired is distributed somewhat more evenly over the three years. The proportion of all land purchased or acquired during the three year period varies from 26 percent in 1975 to 37 and 36 percent in 1976 and 1977, respectively. The lower proportion in the first survey year may be due to recall bias (ie., greater tendency to forget acquisitions early in the study period.).

#### Purchase Price Per Acre

The number of owners reporting purchase price data on land purchased or acquired may be subject to non-response bias (Table 9). Twelve percent of the estimated 3.3 million owners failed to provide purchase price data. Two farm production regions, the Northern Plains and Southern Plains, had non-response rates in excess of 50 percent.

Nearly two-thirds of the owners reported a purchase price of over \$5,000 per acre. This suggests that the great majority of these most recent parcel purchases were small acreages and lots, which tend to have a much higher value per acre. This assumption is supported by the table below, showing average parcel size by sale price class frequency. This assumption is also supported by data

on proposed use, where over 70 percent of the parcels were to be used for business or residential sites (Table 25). Only about one-eighth of the parcels had reported purchase price of less than \$1,000 per acre.

Average Parcel Size by Sale Price

<u>Sale price</u>	<u>Average size parcel</u> (acres)
Less than \$1,000	109
\$1,000 - 1,999	43
2,000 - 4,999	14
5,000 and over	3
No response	<u>60</u>
Total	<u>31</u>

Parcels with a purchase price of over \$5,000 per acre also were the predominant category in nearly all ten farm production regions. The only exceptions were the two regions noted above for which a substantial proportion of the owners failed to report a purchase price. With these two exceptions, the regional proportion of parcels with a purchase price of \$5,000 or more per acre ranged from 49 percent in the Pacific region to a high of 89 percent in the Mountain region. It should be noted that the coefficients of variation for these regional data are quite large (ie., often in the 40 to 70 percent range).

Data on the distribution of acres purchased by purchase price per acre can be found in Table 10. There was a higher proportion of acres than of parcels in the non-response category. No purchase price was reported for over one-fourth of the acres purchased or acquired during the three year period.

The distribution of acreage is also considerably different from that discussed above for parcels. For instance, about 56 per-

cent of the acreage purchased or acquired had a purchase price of less than \$1,000 per acre. Only 4 percent of the acreage had a reported purchase price in excess of \$5,000 per acre. Coupled with the earlier data regarding parcels (Table 9), these results show that larger parcels tend to have lower per acre values.

The acreage distribution by purchase price per acre by region is similar to the U.S. distribution. In almost all cases, the largest percentage was in the \$1,000 or less class, with the non-response class being next largest. The coefficient of variation tended to be smaller in regard to acres than for number of parcels.

#### Total Dollar Value

Estimates of the total value of the most recent tract purchased or acquired by purchase price per acre were also obtained (Table 11). Here again, value was concentrated in the high value category, with over four-fifths of the land value concentrated in the \$5,000 and over per acre category. By region, there was more variation in total value than was exhibited in the results for parcels and acres. For instance, in seven farm production regions total value was concentrated in the \$5,000 and over per acre category. The Cornbelt had the lowest proportion of these seven (56 percent). In three regions the value was concentrated in the \$1,000 or less per acre category. Eighty-eight, 64 and 52 percent of the total value of land purchased or acquired was reported in this category for the Northern Plains, Southern Plains and Delta regions, respectively.

### Transfer Costs

Owners were asked about the amount of transfer costs incurred as to the most recent tract purchased or acquired. The intent of this question was to obtain data on a number of transfer costs, including sales commissions, financing application fees, credit reports, appraisal fees, loan origination charges, discount payment (points), title insurance and abstract fees, surveying, recording, and attorney fees. Only about two-fifths of the owners provided transfer cost data. In addition to the relatively low response rate, owners were asked to report only a sum of all transfer costs. The lack of a breakdown of the various kinds of transfer costs precluded editing of the reported data.

Owners reported the expenditure of nearly \$1.9 billion in connection with the purchase or acquisition of 1.3 million most recently acquired parcels. These transfer costs average \$1,464 per parcel or about \$59 per acre acquired.

While the transfer costs reported were substantial in amount, it appears the data are subject to considerable misreporting and underreporting. Other transfer cost studies indicate sellers typically pay a higher share of transfer costs than do buyers.<sup>5/</sup> Some of the reporting errors may have resulted from a misinterpretation of the question (See Appendix 1, Question 13). Thus some owners probably forgot or did not understand some of the transfer costs that were to have been included. The wide range in average dollar per parcel (\$436 to \$3,494) and per acre (\$2 to \$255) tend to

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<sup>5/</sup>D. David Moyer, An Economic Analysis of the Land Title Record System, Ph.D. dissertation, University of Wisconsin-Madison, 1977, pp. 399-401.

support the premise that the kinds of costs reported varied among regions and therefore quite likely among owners within regions.

Owners in the Northeast reported the highest per parcel and per acre transfer costs associated with the purchase or other acquisition of land. This is explained in part by the small average parcel size reported purchased or acquired in the Northeast. The Northeast average of 6.5 acres was the smallest of all regions and only one-third as large as the average for all regions (Table 4). The predominance of residential and business sites as proposed uses in the Northeast also coincides with the relatively small average size parcel purchased or acquired.

The Northern Plains reported the lowest per acre transfer cost for parcels purchased or acquired, \$2 per acre.

#### Method of Financing

Information concerning the financing of the most recent tract purchased or acquired are contained in Tables 13 to 20. For example, Table 13 contains the number of owners by the source of funds used to acquire the parcel.

One sixth of the owners indicated they used cash to purchase the most recent parcel acquired. Commercial banks and savings and loans were the major source of financing funds, reported by 43 percent of the owners. Another 15 percent did not respond. The proportion of owners reporting cash only sales varied widely by region. Owners in three regions reported that cash was used for between one-third and one-half of the purchases (in the Delta, Pacific, and Appalachian regions). Owners in other regions reported cash only for 8 percent or less of the purchases.

Use of funds from commercial banks and savings and loan companies ranged from a high of 85 percent in the Northeast to less than 5 percent in the Northern Plains, Delta, and Pacific regions. The Veterans Administration was a major source only in the Mountain region, where 35 percent of the owners indicated VA was the source of purchase funds. All other regions reported the VA for less than 5 percent of the purchases.

Non-responses were generally 20 percent or less, with two exceptions. Eighty-one percent of the owners in the Northern Plains and 57 percent in the Southern Plains did not provide data as to the source of funds for acquisition. It should be noted that the 4 percent of the owners who acquired land through gifts or inheritance were tabulated in the non-response category in regard to method of financing.

The number of acres financed by funds from the various specified sources are contained in Table 14. In general, the acres are distributed much more evenly over the various funding sources than were the parcels acquired. Eleven percent of the acreage was purchased for cash and no response was made in regard to one-third of the acres. Four sources: seller mortgage, seller land contract, Federal Land Bank, and commercial banks and savings and loans, accounted for between 10 and 13 percent each of the acres purchased or acquired.

Sellers, by either mortgage, deed of trust, land contract, or purchase contract, provided financing for one-fourth of the acres purchased or acquired. By region, seller financing ranged from 11 percent of the acres in the Delta region to 51 percent in the Pacific region.

Banks and savings and loans financed about one-third of the acres in the Northeast. This source provided between 9 and 21 percent of the financing in all other regions except the Northern Plains and Pacific regions, where this source was reported for 2 and 1 percent of the acres, respectively.

Non-response rates ranged from 26 to 50 percent in all regions except the Pacific, where only 9 percent of the acreage fell into this category. Acreage acquired by inheritance or gift was tabulated in the non-response category. Inherited and gift acquisitions amounted to about 9 percent of all acres acquired.

The distribution of total land value by source of financing is more similar to the distribution of parcels than to the distribution of acres (Table 15). About one-fourth of the value was covered by cash sales, with a like proportion being financed by private individuals other than the seller. About one-third of the value was in purchases or acquisitions financed by banks and savings and loans. Non-response was quite low, 2 percent at the national level.

Regional variations were quite pronounced. For example, about three-fourths of the land value of the most recent tract purchased was acquired in a cash only deal in the Pacific and Appalachian region (78 and 71 percent, respectively). Similarly, 86 percent of the value of the most recent purchases in the Southeast were financed by private individuals other than the seller. This region also accounted for 94 percent of the value of all non-seller private individual financed purchases.

The proportion of total land value purchases financed by banks and savings and loans also varied widely by region. The Northeast

had the highest proportion of land value financed by this method, with 89 percent. The Northeast was followed by the Lake, Cornbelt, and Mountain regions, reporting that 66, 50, and 46 percent of the value was financed by banks and savings and loans.

The Veterans Administration was listed as a major funding source in only one region, the Pacific, where one-third of the land value was so financed.

Type of Insured or Guaranteed Loan. The discussion of type of insured and guaranteed loans is based on relatively few reports since 89 percent of the owners and 94 percent of the acres were in the "no response" category. It should be noted that the non-responses include those who used cash for purchases and those who used loans that were not insured or guaranteed.

Of the estimated 2.2 million owners who reported they financed their acquisition (Table 13), only 16 percent indicated they had an insured or guaranteed loan (Table 16). Owners in two farm production regions (Northeast and Mountain) reported significant use of FHA guaranteed loans. These two regions accounted for 94 percent of all FHA guaranteed loans reported. The estimated 85,000 owners in the Mountain region accounted for 81 percent of all owners who reported they used VA guaranteed loans to finance their land purchase.

Owners reported that only about 5 percent of the acres acquired by use of financing involved insured or guaranteed loans (Table 17). Less than 10 percent of the acreage acquired was financed by guaranteed or insured loans in all regions except the Mountain region, where 13 percent of the acreage was so financed.

Length of Loan. Owner responses as to the length of loan used to purchase the most recent tract are contained in Table 18. The non-response rate of nearly 40 percent is quite high, due in part to the inclusion of cash only purchases in this category. Six regions (Northern Plains, Appalachian, Southeast, Delta, Southern Plains and Pacific) had a non-response rate of 58 percent or above.

For those reporting, about three-fourths of the loans were for 20 years or more and 30 percent were for 30 years or more. Due to the relatively low response rate, the regional results exhibit considerable variation.

The average length loan was 21.9 years. The average length varied by region from a low of 12.1 years in the Northern Plains to 29.0 years in the Southeast.

Loan Interest Rate. Owner responses in regard to loan interest rates on purchases are contained in Table 19. The response rates were similar to those noted above regarding length of loan. Overall, 43 percent of the owners fell in the non-response category. This includes cash sales. Of those reporting, over three-fourths reported an interest rate of 8 percent or higher. About half reported an interest rate of between 8 and 9 percent.

The average interest rate reported was 8.3 percent. The regional average interest rate varied from a low of 6.9 percent in the Delta to 8.9 percent in the Mountain region.

Mortgage Discount Points Paid. Owner reports as to mortgage discount points paid to obtain loans on purchased land are contained in Table 19. Only 3 percent of the total owners responded. The average points paid was 2.1 percent of the loan amount.

### Tract Characteristics

The remaining 10 tables contain data concerning the parcel itself (tract characteristics, land use, zoning and separated rights).

Owners were asked specific questions about the tract concerning road and water frontage, access to municipal sewer and water, and travel time from the parcel to towns of 2,500 or more and cities of 25,000 or more. Responses by number of owners and amount of land are summarized in Tables 21 and 22. Responses indicating multiple characteristics for each parcel were acceptable for both owners and acres purchased or acquired tabulations.

Nearly 90 percent of the owners reported that the most recent tract purchased or acquired had frontage on an all season road (Table 21). Over 80 percent of the parcels were within 10 minutes of a town of 2,500 or more, and 70 percent were within 30 minutes of a city of 25,000 or more. Nearly half of the parcels had access to municipal sewer and/or water and 11 percent had water frontage.

The proportion of owners reporting parcels with frontage on an all season road ranged from 39 percent in the Southern Plains to 98 percent in the Lake states. Over 90 percent of the parcels purchased or acquired fronted on an all season road in 6 regions (Northeast, Lake, Cornbelt, Southeast, Mountain and Pacific).

Reports of parcels within 10 minutes of a town of 2,500 or more ranged from 40 percent in the Northern Plains to 93 percent in the Northeast. Similarly, the proportion of parcels within 30 minutes of a city of 25,000 or more ranged from 49 percent in the Northern Plains to 88 percent in the Southeast.

The proportion of parcels reported to have access to municipal sewer and/or water is surprisingly high. The lowest proportion reported was in the Southern Plains, with 16 percent. Three regions (Mountain, Delta, and Southeast), ranged from 65 to 79 percent.

The expansion procedure used, as well as possible reporting errors, occasionally produced inconsistencies in the resultant data. For instance, an estimated 93,000 owners in the Delta region reported the parcel they purchased had access to sewer or water. However, only 84,000 owners reported parcels were within 10 minutes of a town of 2,500 or more. It seems safe to assume that very few sewer systems are actually located 8-10 miles away from the nearest village or town. Therefore, care should be exercised in the use of these data.

Water frontage for over 10 percent of the parcels purchased or acquired was reported by owners in three regions: Cornbelt, Appalachian, and Lake, with 27, 19, and 11 percent, respectively.

As a general rule, the proportion of acres with the specified characteristics was lower than the proportion of owners reporting. The major exception to this pattern was the proportion of acreage reported to have water frontage. Twenty-six percent of the acres were reported to have this characteristic, as opposed to 11 percent of the parcels. Comparisons of the proportion of parcels and acres for the remaining characteristics are contained in the following table.

<u>Characteristic</u>	<u>Parcels</u>	<u>Acres</u>
	---Percent---	
Frontage on all season road	89	82
Access to municipal sewer and/or water	49	12
Water frontage	11	26
Within 10 minutes of a town of 2,500 or more	81	44
Within 30 minutes of a city of 25,000 or more	71	39
No response	4	8

By region, the proportion of acres reported to front on an all season road was quite uniform. Proportions ranged from 74 percent in the Pacific region to 93 percent in the Lake region.

The proportion of acreage that was reported to have access to municipal sewer and/or water ranged from 35 percent in the Delta to 6 percent in the Northern Plains. Overall, the proportion of acres with this characteristic was only about one-fourth as large as the proportion of parcels. This is to be expected, because smaller residential and commercial parcels are more likely to have access to sewer and water facilities.

The proximity to towns and cities data also exhibit a logical pattern. The lower proportion of acres than parcels is to be expected, because larger parcels are usually in more remote areas. The only exception to this general pattern was in the Southern Plains, where 20 percent of the parcels and 32 percent of the acres were reported to be within 30 minutes of a city of 25,000 or more.

The proportion of acres with water frontage is higher than would be expected. The percentage of acres with such frontage ranged from 8 percent in the Lake region to 46 percent in the Northeast.

#### Land Use Changes Since Acquired

Buyers were asked about any changes in land use they had made since purchasing or acquiring the most recent tract. In particular they were asked about changes from cropland to non-cropland and changes from non-cropland to cropland. The tabulations for number of owners and acres are contained in Tables 23 and 24.

Nearly 80 percent of the owners reported they made no land use changes on the most recent tract purchased or acquired. Three percent indicated they converted cropland to non-cropland and 4 percent converted non-cropland to cropland.

The largest proportion of owners changing cropland to non-cropland was in the Cornbelt, where 12 percent reported such a change. Lake state owners reported the highest proportion of changes from non-cropland to cropland, 14 percent. Three regions reported other land use changes by over 10 percent of the owners: Southern Plains (44 percent), Lake (16 percent), and Northeast (13 percent).

Owners reported that only 1 percent of the acreage acquired was converted from cropland to non-cropland. Another 4 percent of the land acquired was converted from non-cropland to cropland. Nealy 90 percent of the land was reportedly maintained in the same land use as practices by the previous owner.

The Delta and Appalachian regions reported the highest percentage of acres converted from cropland to non-cropland, 5 and 4 percent respectively. However, these two regions also reported the

highest percentage of acquired acres converted from non-cropland to cropland, 11 percent in the Delta and 8 percent in the Appalachian region. Therefore, the net effect in these two regions was an increase of 4 to 6 percent in cropland on the acres purchased or acquired during the 1975-77 time period.

#### Proposed Use

Owners were asked to designate the single most important use to be made of the most recent tract purchased or acquired (See Appendix 1, Question 6). About one-sixth of the owners indicated the land was to be used for agriculture, either farmed directly or rented out to tenants (Table 25). Over 70 percent of the owners indicated the major use proposed for the parcel was residential or business site use.

By region, two-thirds of the owners in the Northern Plains indicated the parcel was to be used for agriculture. In four other regions, 20 percent or more of the owners indicated agriculture was to be the major use (Southern Plains, 42 percent; Southeast, 27 percent; Cornbelt 25 percent; and Delta, 20 percent).

Business sites were indicated by owners to be a major proposed use for the most recently acquired parcels in the three regions. Owners in the Southeast, Appalachian, and Pacific regions indicated that 46, 43, and 33 percent, respectively, of the parcels were to be so used.

The proportion of parcels that were to be used for permanent residences varied widely, from a low of 16 percent in the Southeast to a high of 85 percent in the Northeast. A relatively high propor-

tion of owners in the Mountain and Lake regions also cited residential use, reported by 78 and 67 percent, respectively.

In terms of acreage, a much higher proportion of the land was to be used for agriculture. Over three-fourths of the acreage was reported by owners as intended for agricultural uses, with 36 percent operated as a separate farm, 27 percent to be added to an existing farm, 10 percent purchased as an investment to be rented out to farmers, and 5 percent for timber and other agricultural uses.

Six percent of the acreage purchased or acquired was to be used for residential purposes (permanent or second home), and 1 percent was to be used for business sites.

By region, owners reported that over 50 percent of all land purchased or acquired was for an agricultural use except in the Northeast, where 38 percent was for such uses. Three regions exceeded 90 percent in agricultural uses: Northern Plains (96 percent), Southern Plains (92 percent), and Mountain (91 percent).

The proportion of acreage to be operated as an individual farm exceeded the proportion to be added to existing farms in all regions except one. In the Northern Plains 46 percent of the acres were for additions to farms and 27 percent were for owner operated farms.

#### Recent Rezoning

Owners were asked if the most recent tract purchased or acquired had been rezoned since January 1, 1975 (Appendix 1, Question 9). Because rezoning during this time period could have been at the request of the former or present owner, over one-fourth of the owners indicated they did not know if the parcel had been rezoned or not.

(Table 27). Four percent of the owners indicated the parcel had been rezoned since January 1, 1975, and about two-thirds reported the parcel had not been rezoned.

In the Southeast, 18 percent of the owners said the parcel had been rezoned as did 14 percent in the Lake region. All other regions were 4 percent or less.

At the national level, results in terms of acreage were similar to those for number of owners. Five percent of the acres were reported to have been rezoned in the last three years. Owners of 71 percent of the land said the land was not rezoned. Owners of 16 percent of the acres said they did not know.

Fourteen percent of the acres were rezoned in the Northeast, as were 10 percent of the acres in the Pacific region and 8 percent in the Southeast. Owners in all other regions reported 5 percent or less of the land in the most recent tract purchased or acquired had been rezoned.

#### Retention of Separated Rights

Buyers were asked if they acquired mineral or water rights related to the most recent tract purchased or acquired. They were also asked about access easements that were in existence across any part of the property. The responses are summarized in Tables 29 and 30.

Two-thirds of the owners indicated they acquired mineral rights associated with the most recent tract purchased or acquired. Over three-fourths said they acquired associated water rights as well. Twenty percent indicated there were access easements in existence that cut across the parcel acquired.

The proportion of owners reporting mineral rights acquired varies widely by region. The reasons for the regional variation are not readily apparent. For instance, 89 percent of the owners in the Appalachian region acquired the mineral rights with the property, while only 6 percent of the owners in the Mountain region did likewise. The relatively large proportion of acquired parcels with a proposed residential use may explain in part the low percentage which acquired mineral rights in the Mountain region.

The pattern of water rights acquired was similar to that for mineral rights. The proportion of owners who reported they acquired water rights with the land varied considerably with the Mountain region being the lowest with 33 percent. The relatively high proportion of parcels for which residential uses are proposed partly explains the Mountain region response.

The percentage of owners who reported the existence of access easements across the most recent parcel purchased or acquired was surprisingly high. Fifty-eight percent of the owners in the Appalachian region reported the existence of such easements. Twenty percent or more of the owners in five other regions also indicated access easements were present on acquired land (Lake, 40 percent; Mountain, 25 percent; Pacific 24 percent; Cornbelt 24 percent; and Southern Plains, 20 percent).

Estimates of acreages related to the specified separable rights are contained in Table 30. Owners of two-thirds of the acreage purchased or acquired reported they obtained the mineral rights as well. Over 80 percent obtained water rights. Over one-third of the acreage was subject to an access easement.

By region, the acreage for which mineral rights were obtained varied from a low of about 40 percent in the Mountain and Southern Plains regions to a high of about 85 percent in the Northeast and Cornbelt regions.

There was much less regional variation in the proportion of acres for which water rights were acquired. The range was from a low of 66 percent in the Pacific region to a high of 89 percent in both the Appalachian and Cornbelt regions.

The proportion of acres subject to access easements across the acquired property was relatively high, compared to the proportion of parcels. The regions reporting the highest percentage of such easements were in the western and/or mountainous areas. The Pacific region reported 49 percent of the acres were subject to access easements. This was followed by the Southern Plains, Mountain, and Appalachian regions with 48, 41, and 39 percent, respectively. The regional pattern appears logical, given the terrain and the average size of parcels acquired (Table 4).

#### CONCLUSION

This report represents a preliminary discussion of land purchased or acquired during a three year period, 1975-77. These land acquisition data were obtained through a follow-on survey conducted as part of the 1978 Landownership Survey (LOS). The purchase and acquisition data are based on expansion factors used in the LOS. As such, these data are subject to several limitations that are noted in the report. Nevertheless, these preliminary data should be of particular interest to those interested in land policy,

especially as to providing a clearer understanding of the changes in land use and land management practices that often accompany changes in landownership.

Table 1--Number of owners reporting land purchased or acquired,  
all land, by region, by year, 1975-77

Region	Year			
	Total <sup>1/</sup>	1975	1976	
	1977			
<u>Thousands</u>				
Northeast	889 <sup>3/</sup>	407	395	130
	(39.1)	(61.0)	(59.6)	(31.5)
Lake	258	83	81	106
	(38.3)	(76.4)	(46.9)	(61.2)
Cornbelt	451	196	90	176
	(27.3)	(51.1)	(38.8)	(37.1)
Northern Plains	93	57	72	34
	(36.1)	(54.6)	(45.3)	(75.1)
Appalachian	409	30	272	233
	(29.0)	(24.6)	(44.5)	(36.8)
Southeast	322	38	227	91
	(44.3)	(38.5)	(59.2)	(39.5)
Delta	133	25	84	28
	(39.4)	(30.8)	(58.2)	(46.0)
Southern Plains	161	32	123	19
	(45.3)	(40.7)	(58.0)	(28.4)
Mountain	234	35	74	126
	(48.1)	(68.1)	(63.7)	(66.5)
Pacific	314	77	150	100
	(41.2)	(41.4)	(62.8)	(60.6)
Hawaii	2/ <sup>4/</sup>	2/ <sup>3/</sup>	2/ <sup>3/</sup>	2/ <sup>4/</sup>
	(78.2)	(99.3)	(4)	(4)
United States	3,265	982	1,567	1,043
	(14.1)	(23.1)	(18.2)	(14.1)

1/The number of owners by year sum to more than the three year total  
due to some owners reporting land purchases in two or more years.

2/Less than 500.

3/Numbers in parentheses are coefficients of variation for the estimated  
values immediately above.

4/Two or fewer observations.

Table 2--Amount of land purchased or acquired, all land,  
by region, by year, 1975-77

Region	Year		
	Total	1975	1976
<u>Thousand acres</u>			
Northeast	8,742	2,280	3,405
	(31.1) <sup>1/</sup>	(35.5)	(35.6)
			(39.0)
Lake	8,394	2,945	2,867
	(11.1)	(18.4)	(19.9)
			(14.0)
Cornbelt	12,374	3,789	4,547
	(13.0)	(13.6)	(29.5)
			(15.0)
Northern Plains	15,781	7,585	5,977
	(34.0)	(38.3)	(40.5)
			(17.6)
Appalachian	8,874	1,916	3,657
	(14.3)	(21.5)	(16.8)
			(30.6)
Southeast	8,625	2,127	3,281
	(19.6)	(26.4)	(37.0)
			(31.4)
Delta	4,223	990	1,675
	(16.3)	(20.5)	(22.3)
			(27.5)
Southern Plains	12,467	4,088	5,352
	(12.6)	(21.8)	(22.4)
			(20.6)
Mountain	9,414	3,646	2,350
	(12.0)	(20.6)	(22.0)
			(21.3)
Pacific	23,603	2,056	17,524
	(13.9)	(30.4)	(23.0)
			(20.4)
Hawaii	8	2	4
	(61.9)	(73.8)	(2/)
			(2/)
United States	112,504	31,424	50,639
	(7.3)	(11.0)	(10.2)
			(8.0)

1/Numbers in parentheses are coefficients of variation for the estimated values immediately above.

2/Two or fewer observations.

Source: 1978 ESCS Landownership Survey

Table 3--Distribution of owners reporting acquisitions and acres purchased or acquired, all land, by region, 1975-77

Region	Owners	Acres purchased or acquired
<u>Percent</u>		
Northeast	27.2	7.8
Lake	7.9	7.4
Cornbelt	13.8	11.0
Northern Plains	2.9	14.0
Appalachian	12.5	7.9
Southeast	9.9	7.7
Delta	4.1	3.7
Southern Plains	4.9	11.1
Mountain	7.2	8.4
Pacific	9.6	21.0
Hawaii	1/	1/
United States	100.0	100.0

1/Less than 0.5 percent.

Source: 1978 ESCS Landownership Survey

Table 4--Number and average size parcel purchased or acquired,  
all land, by region, 1975-77.

Region	Parcels		Average parcel size <sup>3/</sup>	
	<u>Thousands</u>	<u>Percent</u>		
Northeast	1,312	25.3	6.5	
Lake	359	6.9	21.8	
Cornbelt	474	9.1	22.4	
Northern Plains	186	3.6	76.9	
Appalachian	564	10.9	15.2	
Southeast	629	12.1	9.4	
Delta	172	3.3	19.4	
Southern Plains	637	12.3	11.1	
Mountain	293	5.7	27.7	
Pacific	558	10.8	41.4	
Hawaii	<u>1/</u>	<u>2/</u>	16.5	
United States	5,184	100.0	18.8	

1/Less than 500.2/Less than .05 percent.3/Of those reporting number of parcels.

Source: 1978 ESCS Landownership Survey

Table 5--Number of owners reporting land purchased or acquired,  
by method of acquisition, all land, by region, 1975-77

Region	Method of acquisition						No response
	Purchase from		Inher-	Gift	Other		
	Total <sup>1/</sup>	Non- relative	Relative	itance	:		
	:	relative	:	itance	:		
<u>Thousands</u>							
Northeast	889 <sup>4/</sup>	862	25	1	2/	2/	--
	(39.1)	(40.8)	(57.3)	(60.3)	(70.2)	(73.0)	--
Lake	258	218	24	4	14	2/	--
	(38.3)	(44.9)	(53.5)	(47.2)	(93.2)	3/	--
Cornbelt	451	415	15	18	7	1	2/
	(27.3)	(29.6)	(26.9)	(59.1)	(29.5)	(84.0)	3/
Northern Plains	93	55	7	9	4	1	18
	(36.1)	(50.8)	(18.5)	(41.5)	(54.6)	(76.1)	3/
Appalachian	409	311	51	9	33	7	--
	(29.0)	(39.2)	(33.3)	(47.8)	(92.5)	(59.4)	--
Southeast	322	296	11	8	2	1	12
	(44.3)	(54.6)	(54.8)	(59.3)	3/	(95.9)	(85.5)
Delta	133	76	49	2/	3	7	2/
	(39.4)	(36.5)	(87.0)	(66.5)	(56.0)	(81.1)	3/
Southern Plains	161	135	17	7	4	1	2/
	(45.3)	(53.2)	(43.7)	(34.8)	(52.9)	(78.1)	3/
Mountain	234	225	4	2	4	1	2/
	(48.1)	(50.7)	(31.8)	(61.6)	(57.1)	(80.1)	3/
Pacific	314	301	11	2/	1	2	--
	(41.2)	(43.1)	(48.8)	3/	3/	(83.5)	--
Hawaii	2/	2/	--	--	--	2/	--
	(78.2)	(98.8)	--	--	--	3/	--
United States <sup>1/</sup>	3,265	2,894	213	59	72	20	30
	(14.1)	(16.1)	(25.2)	(22.9)	(49.7)	(41.2)	(66.6)

--None reported.

<sup>1/</sup>Breakdown may not add to total due to rounding.

<sup>2/</sup>Less than 500.

<sup>3/</sup>Two or fewer observations.

<sup>4/</sup>Numbers in parentheses are coefficients of variation for the estimated values immediately above.

Source: 1978 ESCS Landownership Survey

Table 6--Amount of land purchased or acquired, by method of acquisition, all land, by region, 1975-77

Region	Method of acquisition						No response				
	Total <sup>1/</sup>	Purchase from		Inher- itance	Gift	Other					
		Non- relative	Relative								
		Thousand acres									
Northeast											
	8,742 <sup>2/</sup>	6,604	897	304	19	917	--				
	(31.1)	(39.2)	(43.2)	(66.7)	(83.1)	(91.0)	--				
Lake											
	8,394	6,158	1,653	320	163	100	--				
	(11.1)	(13.5)	(28.6)	(42.5)	(90.0)	3/	--				
Cornbelt											
	12,374	9,346	1,753	720	381	105	69				
	(13.0)	(16.3)	(31.3)	(26.1)	(38.9)	(71.1)	3/				
Northern Plains											
	15,781	5,754	2,086	1,538	696	95	5,611				
	(34.0)	(12.7)	(19.2)	(37.7)	(44.6)	(57.3)	3/				
Appalachian											
	8,874	5,719	1,668	566	531	390	--				
	(14.3)	(20.6)	(22.8)	(26.1)	(42.9)	(54.2)	--				
Southeast											
	8,625	5,175	800	990	399	94	1,167				
	(19.6)	(22.8)	(61.1)	(54.3)	3/	(69.8)	(73.6)				
Delta											
	4,223	3,165	528	74	379	66	11				
	(16.3)	(19.3)	(37.0)	(62.1)	(70.5)	(48.9)	3/				
Southern Plains											
	12,467	8,308	1,961	1,253	668	201	74				
	(12.6)	(17.0)	(34.9)	(33.8)	(29.7)	(52.9)	3/				
Mountain											
	9,414	7,054	1,466	449	305	97	43				
	(12.0)	(14.8)	(19.7)	(53.5)	(51.9)	(68.7)	3/				
Pacific											
	23,603	22,567	810	24	67	135	--				
	(13.9)	(15.4)	(41.2)	3/	3/	(50.8)	--				
Hawaii											
	8	2	--	--	--	7	--				
	(61.9)	(95.3)	--	--	--	3/	--				
United States <sup>1/</sup>											
	112,504	79,851	13,622	6,239	3,607	2,206	6,976				
	(7.3)	(6.5)	(10.2)	(16.0)	(19.2)	(40.2)	(77.2)				

-- = None reported.

1/ Breakdown may not add to total due to rounding.

2/ Numbers in parentheses are coefficients of variation for the estimated values immediately above.

3/ Two or fewer observations.

Source: 1978 ESCS Landownership Survey

Table 7--Number of owners reporting most recent tract purchased or acquired, by region, by year, 1975-77

Region	Owners by year purchased			
	Total <sup>1/</sup>	1975	1976	
		<u>Thousands</u>		
Northeast	889	377	382	130
Lake	258	75	77	106
Cornbelt	451	192	83	176
Northern Plains	93	13	46	34
Appalachian	409	25	150	233
Southeast	322	16	215	91
Delta	133	23	83	28
Southern Plains	161	29	113	19
Mountain	234	35	74	126
Pacific	314	76	138	100
Hawaii	<u>2/</u>	<u>2/</u>	<u>2/</u>	<u>2/</u>
United States <sup>1/</sup>	3,265	860	1,361	1,044

1/Breakdown may not add to total due to rounding.

2/Less than 500.

Source: 1978 ESCS Landownership Survey

Table 8--Amount of land, most recent tract purchased or acquired,  
by region, by year, 1975-77

Region	Acres by year purchased			1977
	Total <sup>1/</sup>	1975	1976	
	<u>Thousand acres</u>			
Northeast	6,577	1,171	2,457	2,949
Lake	6,159	1,506	2,398	2,255
Cornbelt	10,838	2,943	4,209	3,686
Northern Plains	9,315	3,711	3,437	2,168
Appalachian	7,651	1,561	2,872	3,217
Southeast	6,364	895	2,550	2,918
Delta	3,481	662	1,305	1,514
Southern Plains	10,972	3,363	4,670	2,939
Mountain	8,774	3,186	2,227	3,361
Pacific	7,312	1,909	2,801	2,602
Hawaii	4	2	<u>2/</u>	2
United States <sup>1/</sup>	77,445	20,908	28,927	27,610

<sup>1/</sup>Breakdown may not add to total due to rounding.

<sup>2/</sup>Less than 500.

Source: 1978 ESCS Landownership Survey

Table 9--Number of owners reporting most recent tract purchased or acquired,  
by purchase price per acre, by region, 1975-77

Region	Purchase price per acre					
	Total <sup>1/</sup>	Less than	\$1,000-	\$2,000-	\$5,000	No
		\$1,000	1,999	4,999	and over	response
<u>Thousands</u>						
Northeast	889 <sup>4/</sup> (39.1)	37 (46.2)	30 (48.8)	29 (53.6)	749 (47.6)	43 (49.5)
Delta	258 (38.3)	39 (15.0)	30 (60.9)	48 (69.6)	133 (66.1)	9 (22.2)
Cornbelt	451 (27.3)	99 (41.8)	37 (24.3)	18 (59.2)	270 (42.9)	27 (23.2)
Northern Plains	93 (36.1)	18 (14.5)	1 (68.9)	1 (74.9)	2/ 3/ (92.7)	73 (44.7)
Appalachian	409 (29.0)	68 (18.5)	22 (37.5)	41 (68.9)	213 (76.8)	65 (53.0)
Southeast	322 (44.3)	28 (35.3)	4 (58.0)	2 (65.8)	262 (73.4)	27 (45.5)
Delta	133 (39.4)	59 (73.6)	10 (58.7)	3 (77.0)	33 (71.8)	28 (38.5)
Southern Plains	161 (45.3)	50 (28.3)	5 (53.5)	2 3/ (92.7)	18 (81.2)	86 .
Mountain	234 (48.1)	11 (19.2)	3 (59.8)	2 (65.3)	208 (55.6)	10 (46.5)
Pacific	314 (41.2)	24 (27.2)	25 (59.7)	93 (57.2)	155 (87.3)	16 (68.5)
Hawaii	2/ (78.2)	-- --	-- --	2/ 3/ (78.2)	2/ --	-- --
United States <sup>1/</sup>	3,265 (14.1)	434 (16.0)	166 (18.7)	238 (31.1)	2,042 (23.9)	384 (24.6)

-- = None reported.

1/Breakdown may not add to total due to rounding.

2/Less than 500.

3/Two or fewer observations.

4/Numbers in parentheses are coefficients of variation for the estimated values  
immediately above.

Source: 1978 ESCS Landownership Survey

Table 10--Amount of land, most recent tract purchased or acquired,  
by purchase price per acre, by region, 1975-77

Region	Purchase price per acre						No response
	Total <sup>1/</sup>	Less than \$1,000	\$1,000- 1,999	\$2,000- 4,999	\$5,000 and over		
	4/	35.5	(52.9)	(76.2)	(40.4)		
<u>Thousand acres</u>							
Northeast	6,577	3,063	821	1,124	822	747	
	(22.2)	(35.5)	(52.9)	(76.2)	(40.4)	(40.1)	
Lake	6,159	3,810	584	244	210	1,311	
	(10.1)	(14.5)	(28.2)	(56.6)	(54.8)	(24.2)	
Cornbelt	10,838	3,907	2,638	515	455	3,324	
	(13.8)	(14.8)	(23.3)	(38.6)	(33.2)	(37.7)	
Northern Plains	9,315	4,979	89	22	7	4,218	
	(10.5)	(12.3)	(56.5)	(62.2)	3/	(21.2)	
Appalachian	7,651	4,585	582	366	331	1,786	
	(15.7)	(23.9)	(38.1)	(51.2)	(51.6)	(20.4)	
Southeast	6,364	3,296	312	176	663	1,917	
	(23.6)	(38.2)	(64.5)	(63.4)	(62.9)	(31.6)	
Delta	3,481	1,712	88	35	36	1,609	
	(15.0)	(19.6)	(54.6)	(60.0)	(66.1)	(28.9)	
Southern Plains	10,972	7,467	312	62	111	3,020	
	(11.9)	(17.3)	(55.0)	3/	(77.9)	(26.0)	
Mountain	8,774	5,678	169	40	403	2,485	
	(12.7)	(15.7)	(32.5)	(50.5)	(49.3)	(27.7)	
Pacific	7,312	5,105	712	451	433	611	
	(13.3)	(19.0)	(45.6)	(42.1)	(71.0)	(27.8)	
Hawaii	4	--	--	2/	3	--	
	(64.5)	--	--	3/	(69.0)	--	
United States <sup>1/</sup>	77,445	43,601	6,307	3,035	3,474	21,029	
	(4.7)	(6.7)	(14.4)	(32.2)	(18.4)	(10.0)	

-- = None reported.

1/ Breakdown may not add to total due to rounding.

2/ Less than 500.

3/ Two or fewer observations.

4/ Numbers in parentheses are coefficients of variation for the estimated values immediately above.

Source: 1978 ESCS Landownership Survey

Table 11--Total value, most recent tract purchased or acquired,  
by purchase price per acre, by region, 1975-77

Region	Purchase price per acre <sup>2/</sup>				
	Total	Less than	\$1,000-	\$2,000-	\$5,000
		\$1,000	1,999	4,999	and over
<u>Thousand dollars</u>					
Northeast	40,436,905	737,434	1,195,546	2,991,200	35,512,725
Lake	8,802,065	1,453,493	726,172	588,080	6,034,320
Cornbelt	15,599,432	1,896,901	3,601,856	1,294,020	8,806,655
Northern Plains	1,821,122	1,597,610	102,462	68,070	52,980
Appalachian	22,108,938	2,157,369	783,745	892,694	18,275,130
Southeast	50,662,692	1,147,100	372,958	537,441	48,605,193
Delta	1,147,063	596,638	129,616	117,462	303,347
Southern Plains	3,439,997	2,192,935	349,323	185,723	712,016
Mountain	12,069,082	1,173,441	204,064	131,558	10,560,019
Pacific	27,573,017	1,814,819	1,030,697	1,378,913	23,348,588
Hawaii	135,095	--	--	452	134,643
United States <sup>1/</sup>	183,795,407	14,767,739	8,496,438	8,185,614	152,345,616

-- = None reported.

<sup>1/</sup>Breakdown may not add to total due to rounding.

<sup>2/</sup>For those reporting purchase price information.

Source: 1978 ESCS Landownership Survey

Table 12--Transfer costs, most recent tract purchased or acquired,  
by region, 1975-77

Region	Transfer costs			
	Total reporting	Total dollars	Average per parcel	Average per acre
	--Thousands--		--Dollars--	
Northeast	300	1,047,452	3,494	255
Lake	149	108,573	729	39
Cornbelt	306	258,692	846	53
Northern Plains	11	5,128	474	2
Appalachian	142	62,088	436	25
Southeast	77	55,435	719	18
Delta	57	32,983	577	31
Southern Plains	38	17,327	453	4
Mountain	74	113,797	1,531	27
Pacific	134	182,459	1,377	85
Hawaii	2/	349	724	99
United States <sup>1/</sup>	1,287	1,884,283	1,464	59

1/ Breakdown may not add to total due to rounding.

2/ Less than 500.

Source: 1978 ESCS Landownership Survey

Table 13--Number of owners reporting most recent tract purchased or acquired,  
by method of financing, by region, 1975-77

Region	Total <sup>1/</sup>	Method of financing										
		Cash only	Mortgage, Land or deed of trust	Land or contract	Seller financed	Private indiv.	Federal	Insurance company	Bank	Commercial bank or savings & loan	Business Admin.	No response
Thousands												
Northeast	889	43	24	11	3	4	2/	758	2/	--	--	1 44
Lake	258	20	7	16	1	3	--	139	2/	12	--	32 27
Cornbelt	451	102	9	47	2/	15	1	190	1	--	--	2 82
Northern Plains	93	4	3	5	1	2	--	1	1	--	--	1 75
Appalachian	409	142	10	7	68	4	2/	90	1	--	--	3 83
Southeast	322	17	4	1	145	5	2/	67	49	--	--	-- 34
Delta	133	63	3	26	--	3	2/	6	1	--	2/	2/ 30
Southern Plains	161	9	11	2	1	10	2/	30	1	5	--	2/ 92
Mountain	234	3	1	10	2/	2	2/	117	1	85	--	1 13
Pacific	314	145	76	10	15	1	2/	2/	4	--	46	16
Hawaii	2/	2/	--	--	--	--	--	--	--	--	2/	
United States <sup>1/</sup>	3,265	547	148	136	235	50	2	1,399	57	105	2/	85 497

-- = None reported.

1/ Breakdown may not add to total due to rounding.

2/ Less than 500.

3/ No response to either method of financing or purchase price.

Source: 1978 ESCS Landownership Survey

Table 14--Amount of land, most recent tract purchased or acquired,  
by method of financing, by region, 1975-77

Region	Total <sup>1/</sup>	Method of financing									
		Seller financed		Private indiv.		Federal other		Insurance Land or than purchase of trust		Business savings & loan	
		Cash only	Mortgage, deed of trust	Land or purchase of trust	other than purchase of trust	Land than purchase of trust	Bank contract seller	Company seller	Bank seller	VA savings & loan	Admin.
<u>Thousand acres</u>											
Northeast	6,577	592	1,527	164	68	322	45	2,070	5	--	--
Lake	6,159	689	239	1,478	95	419	--	1,263	86	62	--
Cornbelt	10,838	619	1,074	1,520	44	1,438	216	1,680	130	--	--
Northern Plains	9,315	782	1,154	1,236	142	549	--	152	453	--	--
Appalachian	7,651	796	667	1,073	202	596	56	1,426	107	--	--
Southeast	6,364	1,355	495	414	147	659	18	568	109	--	--
Delta	3,481	628	274	103	--	251	96	356	83	--	2
Southern Plains	10,972	950	1,704	368	134	2,120	51	1,379	149	257	--
Mountains	8,774	1,029	450	1,298	253	736	808	591	376	131	--
Pacific	7,312	966	2,395	1,282	96	831	204	40	15	322	--
Hawaii	4	2	--	--	--	--	--	--	--	--	2
United States <sup>1/</sup>	77,445	8,407	9,980	8,935	1,181	7,922	1,494	9,526	1,513	772	2
											1,221
											26,492

-- = None reported.

1/ Breakdown may not add to total due to rounding.

2/ No response to either method of financing or purchase price.

Source: 1978 ESCS Landownership Survey

Table 15--Total value, most recent tract purchased or acquired,  
by method of financing, by region, 1975-77

Region	Method of financing										Million dollars
	Cash only	Mortgage, deed of trust	Seller financed	Private	Federal	Individual	Insurance	Commercial	VA	Small business Admin.	
Total <sup>1/2/</sup>											
Northeast	40,437	702	2,787	264	33	265	113	36,182	4	--	25
Lake	8,802	419	640	1,021	46	299	--	5,810	15	173	--
Cornbelt	15,599	1,809	978	1,793	53	1,947	277	7,816	67	--	116
Northern Plains	1,821	275	287	539	66	248	--	45	142	--	52
Appalachian	22,109	15,680	556	599	2,129	447	36	1,488	64	--	80
Southeast	50,663	255	837	78	43,463	456	9	3,572	1,122	--	--
Delta	1,147	296	125	203	--	192	57	214	19	--	10
Southern Plains	3,440	220	501	224	39	744	15	1,007	106	104	30
Mountain	12,069	137	195	1,728	103	195	106	5,498	117	3,803	24
Pacific	27,573	21,598	3,852	838	160	408	8	4	12	103	551
Hawaii	135	25	--	--	--	--	--	--	--	--	39
United States <sup>1/</sup>	183,795	41,415	10,758	7,287	46,092	5,202	622	61,637	1,668	4,183	1,1,039
											3,891

-- = None reported.

<sup>1/</sup>Breakdown may not add to total due to rounding.

<sup>2/</sup>Total of those reporting purchase price.

<sup>3/</sup>No response to method of financing.

Source: 1978 ESCS Landownership Survey

Table 16--Number of owners reporting most recent tract purchased or acquired,  
by type of insured or guaranteed loan, by region, 1975-77

Region	Type of insured or guaranteed loan						No response
	Total <sup>1/</sup>	FHA	FMHA	VA	Small Business		
					Admin.		
<u>Thousands</u>							
Northeast	889	117	2/	--	7	764	
Lake	258	1	1	12	--	244	
Cornbelt	451	1	2/	--	--	450	
Northern Plains	93	1	1	--	--	91	
Appalachian	409	4	2/	--	--	405	
Southeast	322	1	49	--	2/	273	
Delta	133	2	2/	--	2/	131	
Southern Plains	161	3	1	5	--	153	
Mountain	234	66	1	85	--	83	
Pacific	314	2/	2/	3	--	310	
Hawaii	2/	--	--	--	--	2/	
United States <sup>1/</sup>	3,265	195	53	105	8	2,904	

-- = None reported.

1/ Breakdown may not add to total due to rounding.

2/ Less than 500.

Source: 1978 ESCS Landownership Survey

Table 17--Amount of land, most recent tract purchased or acquired,  
by type of insured or guaranteed loan, by region, 1975-77

Region	Type of insured or guaranteed loan					
	Total <sup>1/</sup>	FHA	FMHA	VA	Small Business Admin.	No response
	<u>Thousand acres</u>					
Northeast	6,577	117	2	--	52	6,405
Lake	6,159	106	148	62	--	5,843
Cornbelt	10,838	92	30	--	--	10,716
Northern Plains	9,315	288	466	--	--	8,561
Appalachian	7,651	111	28	--	--	7,512
Southeast	6,364	90	49	--	<u>2/</u>	6,225
Delta	3,481	83	14	--	2	3,381
Southern Plains	10,972	547	138	257	--	10,030
Mountain	8,774	604	341	187	--	7,642
Pacific	7,312	71	82	318	--	6,841
Hawaii	4	--	--	--	--	4
United States <sup>1/</sup>	77,445	2,110	1,297	824	55	73,158

-- = None reported.

1/Breakdown may not add to total due to rounding.

2/Less than 500.

Source: 1978 ESCS Landownership Survey

Table 18--Number of owners reporting most recent tract purchased or acquired, by length of loan, by region, 1975-77

Region	Length of loan, years							Thousands
	Total	1/ Less than 5	5-9	10-14	15-19	20-24	25-29	
Northeast	889	23	2	3	21	28	464	223
Lake	258	3	12	11	2	18	124	35
Cornbelt	451	99	13	28	46	17	40	54
Northern Plains	93	2	11	3	1	2	2	1
Appalachian	409	49	6	14	5	64	29	3
Southeast	322	2	1	7	2	3	2	109
Delta	133	3	6	2/	1	13	2/	1
Southern Plains	161	1	5	11	7	9	2/	4
Mountain	234	2/	1	2	2	9	66	136
Pacific	314	3	2	77	3	6	8	1
Hawaii	2/	--	--	--	--	--	--	--
United States	3,265	185	58	156	89	169	734	569
								20
								1,283
								21.9

-- = None reported.  
1/ Breakdown may not add to total due to rounding.  
2/ Less than 500.  
3/ Includes those reporting no loan used.

Source: 1978 ESCS Landownership Survey

Table 19--Number of owners reporting most recent tract purchased or acquired,  
by loan interest rate, by region, 1975-77

Region	Interest rate, percent	Thousands						Interest rate, percent
		Less than 5.0	5.0 to 6.0	6.0 to 7.0	7.0 to 8.0	8.0 to 9.0	9.0 to 10.0	
Total <sup>1/</sup>	889	2/	1	105	393	262	2/	127
Total <sup>1/</sup>	258	2/	1	4	43	88	9	2/
Cornbelt	451	2/	2	5	8	183	49	38
Northern Plains	93	2/	1	1	2	16	2	2/
Appalachian	409	2/	2	63	37	33	5	34
Southeast	322	2/	2/	2/	50	71	4	2/
Delta	133	2/	23	1	1	17	4	4
Southern Plains	161	2/	6	6	5	12	13	1
Mountain	234	2/	2/	1	8	78	69	2/
Pacific	314	2/	4	2/	49	33	2	2/
Hawaii	2/	2/	2/	2/	2/	2/	2/	2/
United States <sup>1/</sup>	3,265	1	40	82	309	923	417	77
								1,415
								8.3

-- = None reported.

1/ Breakdown may not add to total due to rounding.

2/ Less than 500.

3/ Includes those reporting no loan used.

Source: 1978 ESCS Landownership Survey

Table 20--Number of owners reporting most recent tract purchased or acquired,  
by mortgage discount points paid, by region, 1975-77

Region	Discount points paid							Percent		
	Total <sup>1/</sup>	Less than 0.5	0.5 to 1.0	1.0 to 2.0	2.0 to 3.0	3.0 to 5.0	5.0 to 10.0	No response <sup>3/</sup>	Average points paid <sup>2/</sup>	
<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>							<hr/> <hr/> <hr/> <hr/>			
Northeast	889	--	--	20	<u>2/</u>	--	--	--	869	1.0
Lake	258	--	--	<u>2/</u>	--	--	12	--	246	8.0
Cornbelt	451	<u>2/</u>	<u>2/</u>	41	--	<u>2/</u>	--	--	410	1.0
Northern Plains	93	--	--	--	<u>2/</u>	--	--	--	93	2.0
Appalachian	409	--	--	1	<u>2/</u>	--	--	--	408	1.2
Southeast	322	--	--	--	4	--	--	--	318	2.2
Delta	133	--	<u>2/</u>	2	<u>2/</u>	--	--	--	131	1.0
Southern Plains	161	--	--	--	--	--	1	--	161	6.0
Mountain	234	--	--	<u>2/</u>	23	--	--	--	211	2.0
Pacific	314	--	--	--	--	--	--	--	314	--
Hawaii	<u>2/</u>	--	--	--	--	--	--	--	<u>2/</u>	--
United States <sup>1/</sup>	3,265	<u>2/</u>	<u>2/</u>	64	28	<u>2/</u>	13	--	3,160	2.1

-- = None reported.

<sup>1/</sup> Breakdown may not add to total due to rounding.

<sup>2/</sup> Less than 500.

<sup>3/</sup> Includes those reporting no loan used and those who reported no points paid on their loan.

Source: 1978 ESCS Landownership Survey

Table 21--Number of owners reporting most recent tract purchased or acquired, by characteristics of tract, by region, 1975-77

Region	Characteristics of tract						
	Frontage on all season road	Access to municipal sewer and/or water	Water frontage	10 minutes of town of 2,500 or more	30 minutes of city of 25,000 or more	Within town of 25,000 or more	Within city of 25,000 or more
Thousands							
Northeast	889	852	401	78	827	730	30
Lake	258	253	98	28	201	198	2
Cornbelt	451	427	245	124	383	282	2
Northern Plains	93	65	40	2	37	46	22
Appalachian	409	314	165	78	266	303	11
Southeast	322	302	210	14	286	284	15
Delta	133	114	93	9	84	75	11
Southern Plains	161	63	25	13	101	32	13
Mountain	234	222	186	9	209	182	10
Pacific	314	289	137	12	242	186	15
Hawaii	3/	3/	3/	3/	3/	3/	---
United States <sup>1/</sup>	3,265	2,900	1,599	367	2,636	2,318	131

--- = None reported.

1/Breakdown may not add to total due to rounding.

2/Number of owners by characteristic of tract will sum to more than all owner total due to the reporting of multiple characteristics.

3/Less than 500.

Source: 1978 ESCS Landownership Survey

Table 22--Amount of land, most recent tract purchased or acquired,  
by characteristics of tract, by region, 1975-77

Region	Characteristics of tract					
	:Frontage	:Access to municipal	:Water	:Within 10 minutes	:Within 30 minutes	:Within city
Total <sup>2/</sup>	: on all : sewer	: of town : and/or : road : water	: frontage : or more	: of town : of 2,500 : or more	: of city : of 25,000 : or more	: response : No
Northeast	: 6,577	5,725	1,735	3,018	5,470	5,210
Lake	: 6,159	5,753	401	2,117	2,953	2,261
Cornbelt	: 10,838	9,944	1,210	2,402	6,580	4,989
Northern Plains	: 9,315	6,959	534	732	2,188	1,393
Appalachian	: 7,651	6,035	964	2,808	3,317	3,346
Southeast	: 6,364	5,648	619	1,651	2,730	3,075
Delta	: 3,481	2,876	1,202	1,122	1,819	1,521
Southern Plains	: 10,972	8,616	946	2,203	3,532	3,511
Mountain	: 8,774	6,533	902	2,777	2,043	1,928
Pacific	: 7,312	5,444	852	1,415	3,224	3,018
Hawaii	: 4	2	2	3/	2	3
United States <sup>1/</sup>	: 77,445	63,534	9,366	20,246	33,859	30,257
						6,470

-- = None reported.

1/ Breakdown may not add to total due to rounding.

2/ Number of acres by characteristic of tract sums to more than all owner total due to the reporting of multiple characteristics.

3/ Less than 500.

Source: 1978 ESCS Landownership Survey

Table 23--Number of owners reporting most recent tract purchased or acquired, by land use changes while owned, by region, 1975-77

Region	Land use changes while owned					
	Total <sup>1/</sup>	Cropland	Non-crop- land to cropland	Other changes	No change	No response
		to non- cropland	cropland	:	:	:
<u>Thousands</u>						
Northeast	889 <sup>3/</sup>	6	25	118	741	<sup>2/</sup> (45.8)
	(39.1)	(56.6)	(82.8)	(89.0)	(46.1)	
Lake	258	13	36	40	167	2 (71.7)
	(38.3)	(55.7)	(87.2)	(91.5)	(46.2)	
Cornbelt	451	55	20	19	272	87 (92.7)
	(27.3)	(70.0)	(40.9)	(83.4)	(28.5)	
Northern Plains	93	1	2	1	85	3 (40.4)
	(36.1)	(56.3)	(31.0)	(50.8)	(39.0)	
Appalachian	409	17	12	11	369	<sup>2/</sup> (61.2)
	(29.0)	(70.7)	(43.8)	(44.8)	(34.2)	
Southeast	322	1	2	5	299	13 (61.9)
	(44.3)	<u>4/</u>	(61.6)	(62.0)	(53.8)	
Delta	133	3	7	12	109	2 (81.0)
	(39.4)	(85.6)	(56.5)	(84.7)	(47.1)	
Southern Plains	161	11	7	71	70	2 (46.2)
	(45.3)	(94.7)	(74.3)	(94.6)	(30.7)	
Mountain	234	1	1	1	229	2 (96.5)
	(48.1)	(88.0)	(41.8)	(68.2)	(52.6)	
Pacific	314	<u>2/</u>	15	19	189	91 (96.5)
	(41.2)	(97.2)	(89.4)	(87.0)	(38.5)	
Hawaii	<u>2/</u>	--	--	--	<u>2/</u>	-- (78.2)
	(78.2)	--	--	--	(78.2)	
United States <sup>1/</sup>	3,265	106	125	297	2,535	202 (49.3)
	(14.1)	(39.9)	(33.6)	(47.7)	(16.7)	

-- = None reported.

1/Breakdown may not add to total due to rounding.

2/Less than 500.

3/Numbers in parentheses are coefficients of variation for the estimated values immediately above.

4/Two or fewer observations.

Source: 1978 ESCS Landownership Survey

Table 24--Amount of land, most recent tract purchased or acquired,  
by land use changes while owned, by region, 1975-77

Region	Land use changes while owned					
	Total <sup>1/</sup>	Cropland	Non-crop land to cropland	Other changes	No change	No response
		to non- cropland	cropland	changes	:	:
<u>Thousand acres</u>						
Northeast	6,577	81	168	205	6,108	15
	(22.2) <sup>2/</sup>	(69.0)	(57.9)	(62.9)	(26.4)	(43.5)
Lake	6,159	106	240	155	5,533	126
	(10.1)	(61.5)	(38.2)	(71.9)	(10.3)	(69.2)
Cornbelt	10,838	194	413	219	9,640	371
	(13.8)	(49.1)	(42.1)	(56.6)	(17.3)	(39.4)
Northern Plains	9,315	79	342	50	8,063	780
	(10.5)	(55.2)	(48.3)	(48.8)	(12.8)	(45.6)
Appalachian	7,651	283	634	396	6,264	74
	(15.7)	(50.8)	(43.3)	(50.3)	(21.5)	(63.3)
Southeast	6,364	7	137	25	5,709	486
	(23.6)	<u>3/</u>	(74.0)	(44.1)	(28.2)	(42.3)
Delta	3,481	174	372	67	2,744	124
	(15.0)	(72.6)	(57.8)	(81.0)	(18.8)	(59.4)
Southern Plains	10,972	41	227	182	10,255	266
	(11.9)	(50.1)	(45.4)	(80.2)	(13.8)	(41.6)
Mountain	8,774	8	531	91	8,109	35
	(12.7)	(56.8)	(65.6)	(65.8)	(13.8)	(65.1)
Pacific	7,312	4	201	94	6,367	646
	(13.3)	(37.2)	(49.8)	(66.8)	(15.2)	(57.7)
Hawaii	4	--	--	--	4	--
	(64.5)	--	--	--	(64.5)	--
United States <sup>1/</sup>	77,445	976	3,265	1,484	68,797	2,923
	(4.7)	(23.8)	(18.5)	(23.0)	(5.7)	(18.0)

-- = None reported.

<sup>1/</sup>Breakdown may not add to total due to rounding.

<sup>2/</sup>Numbers in parentheses are coefficients of variation for the estimated values immediately above.

<sup>3/</sup>Two or fewer observations.

Source: 1978 ESCS Landownership Survey

Table 25--Number of owners reporting most recent tract purchased or acquired,  
by proposed use, by region, 1975-77

Region	Total <sup>1/</sup>	Proposed use										Other non- resi- dential uses <sup>2/</sup>
		Owner oper- ated farm	Addi- tion to farm	Invest- ment to rent out	Operator, forest and timber	Other agri- cultural	Business ness	Second home	Resi- dence	Perma- nent	Long term	
Thousands												
Northeast	889	44	5	2/	3	12	3	6	754	14	1	18
Lake	258	19	14	5	3	2	20	1	174	3	13	--
Cornbelt	451	42	47	28	2/	1	15	1	205	39	2/	67
Northern Plains	93	6	46	11	--	2/	--	--	27	--	2/	2/
Appalachian	409	36	19	11	1	4	174	15	122	7	4	2
Southeast	322	70	9	8	1	2/	147	13	51	--	2	1
Delta	133	11	13	3	1	11	1	7	78	--	2/	5
Southern Plains	161	36	25	6	2/	2/	2/	1	91	2/	1	2/
Mountain	234	8	8	2	2/	--	7	2/	182	1	2/	1
Pacific	314	13	16	2	5	14	104	31	67	48	2	13
Hawaii	2/	--	2/	2/	--	--	--	--	--	--	2/	2/
United States <sup>1/</sup>	3,265	286	201	75	15	45	470	76	1,751	112	23	107
											43	61

-- = None reported  
1/ Breakdown may not add to total due to rounding.  
2/ Less than 500.

Source: 1978 ESCS Landownership Survey

Table 26--Amount of land, most recent tract purchased or acquired,  
by proposed use, by region, 1975-77

Region	Proposed use											
	Owner oper- ated farm	Addi- tion to farm	Invest- ment to rent out	Operator, forest and timber	Other agri- cultural	Business cul- ture	Perma- nent site	Long term invest- ment	Second home	Protect adjacent property	Future Subdi- vision	Other non- agri- cultural
Thousand acres												
Northeast	6,577	1,293	509	50	445	113	5	234	1,097	55	27	974
Lake	6,159	2,645	1,360	628	260	89	221	136	438	142	13	--
Cornbelt	10,838	3,992	3,507	1,165	81	122	82	312	517	230	3	388
Northern Plains	9,315	2,543	4,248	2,002	--	150	--	--	40	--	5	--
Appalachian	7,651	3,477	1,062	375	212	378	184	459	460	136	156	434
Southeast	6,364	1,584	878	779	384	113	155	1,263	53	--	4	627
Delta	3,481	1,379	385	363	302	107	4	380	164	--	2/	121
Southern Plains	10,972	4,375	3,774	1,805	154	60	19	251	347	3	7	37
Mountain	8,774	4,173	3,189	580	1	--	163	31	296	120	6	4
Pacific	7,312	2,663	2,195	205	253	153	230	328	513	203	306	457
Hawaii	4	--	2	2/	--	--	--	--	--	--	2	2/
United States <sup>1/</sup>	77,465	27,924	21,109	7,952	2,091	1,287	1,062	3,464	3,925	889	526	3,044
												1,939

-- = None reported.

1/ Breakdown may not add to total due to rounding.

2/ Less than 500.

Source: 1978 ESCS Landownership Survey

Table 27--Number of owners reporting most recent tract purchased or acquired, by whether rezoned, by region, 1975-77

Region	Property rezoned, 1975-77					No response
	Total <sup>1/</sup>	Yes	No	Don't know		
	<u>Thousands</u>					
Northeast	889	11	505	348	25	
Lake	258	36	178	41	3	
Cornbelt	451	2	263	98	88	
Northern Plains	93	2	79	10	2	
Appalachian	409	8	300	93	8	
Southeast	322	59	183	67	12	
Delta	133	<u>2/</u>	111	14	7	
Southern Plains	161	<u>2/</u>	45	43	73	
Mountain	234	<u>2/</u>	157	76	<u>2/</u>	
Pacific	314	12	228	73	<u>2/</u>	
Hawaii	<u>2/</u>	--	<u>2/</u>	--	--	
United States <sup>1/</sup>	3,265	132	2,050	864	219	

-- = None reported.

1/Breakdown may not add to total due to rounding.

2/Less than 500.

Source: 1978 ESCS Landownership Survey

Table 28--Amount of land, most recent tract purchased or acquired,  
by whether rezoned, by region, 1975-77

Region	Property rezoned, 1975-77				No response
	Total <sup>1/</sup>	Yes	No	Don't know	
	<u>Thousand acres</u>				
Northeast	6,577	921	4,432	1,166	57
Lake	6,159	152	4,437	1,263	307
Cornbelt	10,838	111	7,433	1,876	1,417
Northern Plains	9,315	437	6,638	1,614	626
Appalachian	7,651	226	6,329	904	192
Southeast	6,364	498	3,298	2,107	460
Delta	3,481	9	2,966	438	69
Southern Plains	10,972	305	7,202	1,829	1,636
Mountain	8,774	274	6,910	1,518	73
Pacific	7,312	700	5,139	1,438	34
Hawaii	4	--	4	--	--
United States <sup>1/</sup>	77,445	3,633	54,788	14,153	4,871

-- = None reported.

<sup>1/</sup>Breakdown may not add to total due to rounding.

Source: 1978 ESCS Landownership Survey

Table 29--Number of owners reporting most recent tract purchased or acquired, with mineral rights, water rights, and access easements acquired, by region, 1975-77

Region	Number acquiring specified rights				Access eas- ments across property	
	Total	Mineral rights	Water rights	Thousands		
Northeast	889	853	860	26		
Lake	258	164	165	103		
Cornbelt	451	292	318	106		
Northern Plains	93	47	75	10		
Appalachian	409	366	373	238		
Southeast	322	195	245	6		
Delta	133	60	113	11		
Southern Plains	161	49	139	32		
Mountain	234	15	78	58		
Pacific	314	118	188	75		
Hawaii	2/	--	2/	2/		
United States <sup>1/</sup>	3,265	2,160	2,553	664		

-- = None reported.

1/Breakdown may not add to total due to rounding.

2/Less than 500.

Source: 1978 ESCS Landownership Survey

Table 30--Amount of land, most recent tract purchased or acquired, with mineral rights, water rights, and access easements acquired, by region, 1975-77

Region	Land with specified rights acquired			
	Total	Mineral	Water	Access eas- ments across property
		rights	rights	
<u>Thousand acres</u>				
Northeast	6,577	5,473	5,379	1,903
Lake	6,159	4,588	4,933	1,584
Cornbelt	10,838	9,239	9,622	2,150
Northern Plains	9,315	6,255	7,363	2,952
Appalachian	7,651	6,267	6,775	2,982
Southeast	6,364	4,913	5,276	908
Delta	3,481	2,064	2,870	1,176
Southern Plains	10,972	4,621	8,887	5,292
Mountain	8,774	3,579	6,934	3,571
Pacific	7,312	3,933	4,843	3,553
Hawaii	4	--	2	2
United States <sup>1/</sup>	77,445	50,932	62,883	26,072

-- = None reported.

<sup>1/</sup>Breakdown may not add to total due to rounding.

Source: 1978 ESCS Landownership Survey



# LAND PURCHASES AND ACQUISITION SURVEY

Form Approved  
O.M.B. Number 40-S-77043  
Approval Expires 9-30-79

001

LIST CODE 913

Dear Land Owner:

Your assistance is needed to provide information about land you have purchased or acquired, *either a full or part ownership interest in*, during 1975, 1976 or 1977 in the COUNTY SHOWN IN THE ADDRESS LABEL.

The information you provide will remain confidential and will be used only in combination with other reports to develop summaries about land purchases and acquisition throughout the United States. Your response to this questionnaire is completely voluntary and not required by law.

Your returning the completed questionnaire by mail will be greatly appreciated and will help hold down survey costs. Additional contacts will be made with those not returning the questionnaires by mail to the extent possible to insure a representative sample is obtained.

Respectfully,

*Bruce M. Graham*

BRUCE M. GRAHAM, Chairman  
Crop Reporting Board

Did you purchase or acquire any land in this county during 1975, 1976 or 1977?

- YES, Continue
- NO, Please sign the last page and return the questionnaire in the enclosed envelope.

## ALL LAND PURCHASED OR ACQUIRED

1. How many acres of land in this county did you purchase or otherwise acquire during 1975, 1976 and 1977?

A. 1975 . . . . .	ACRES	002
B. 1976 . . . . .	ACRES	003
C. 1977 . . . . .	ACRES	004
D. Total . . . . .	ACRES	005

2. How many tax parcels (units of land separately listed on the tax bill) were involved in the land acquired during 1975, 1976 or 1977?

NUMBER OF PARCELS	006
-------------------	-----

3. During 1975-76-77, how many acres reported in Item 1D were acquired by:

A. Purchase from non-relative. . . . .	ACRES	007
B. Purchase from relative. . . . .	ACRES	008
C. Inheritance. . . . .	ACRES	009
D. Gift. . . . .	ACRES	010
E. Other (Specify _____) . . . . .	ACRES	011

## MOST RECENT TRACT PURCHASED OR ACQUIRED

4. How many acres were involved in the most recent tract of land acquired in this county? . . . . . ACRES 014

5. In what year did you acquire this parcel or tract? . . . . . YEAR 015

6. What use will be made of the most recently acquired tract of land? (Check the one most important use.)

AGRICULTURAL USE

A. Owner-operated as a complete farm or ranch. . . . .

B. Addition to owner's existing farm or ranch. . . . .

C. Investment to rent out to a tenant farmer. . . . .

D. Operate as a commercial forest or timber farm. . . . .

E. Other (Specify \_\_\_\_\_) . . . . .

1
2
3
4
5

*OFFICE  
USE*

6
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10
11
12

NON-AGRICULTURAL USE

F. For a business site. . . . .

G. For a long term investment. . . . .

H. Acquisition for permanent residence. . . . .

I. Acquisition for a second home or recreation. . . . .

J. To protect adjacent property. . . . .

K. Potential future subdivision or development. . . . .

L. Other (Specify \_\_\_\_\_) . . . . .

6
7
8
9
10
11
12

7. Does the most recently acquired tract of land have:  
(Please check either YES or NO for each item.)

	YES	NO	OFFICE USE
A. A front on a publicly maintained road accessible in all seasons. . . . .	<input type="checkbox"/>	<input type="checkbox"/>	023
B. Access to municipal water and/or sewerage systems. . . . .	<input type="checkbox"/>	<input type="checkbox"/>	024
C. Lake, stream or ocean frontage. . . . .	<input type="checkbox"/>	<input type="checkbox"/>	025
D. Less than 10 minutes driving from a town of 2,500 people or more. . . . .	<input type="checkbox"/>	<input type="checkbox"/>	026
E. Less than 30 minutes driving time from a city of 25,000 people or more. . . . .	<input type="checkbox"/>	<input type="checkbox"/>	027

8. Has there been any changes made in the use of all or part of  
the land since you acquired it?

(Please Check)

YES	NO	
<input type="checkbox"/>	<input type="checkbox"/>	028

If YES, list the acres for each of the following land use changes:

A. Cropland to non-cropland. . . . .	ACRES	051
B. Non-cropland to cropland. . . . .	ACRES	052
C. Other changes (please list)		

1) _____ TO _____	ACRES	053
2) _____ TO _____	ACRES	054
3) _____ TO _____	ACRES	055

9. Has this property been rezoned since January 1, 1975? (Please check)

YES  NO  DON'T KNOW

061

10. Did all of the following rights transfer with the land when you purchased  
or acquired this tract of land?

YES      NO

(Please check YES or NO for each item.)

A. Mineral Rights. . . . .	<input type="checkbox"/>	<input type="checkbox"/>	029
B. Water Rights. . . . .	<input type="checkbox"/>	<input type="checkbox"/>	030

11. Are there any major easements across any part of  
the property acquired? . . . . .

031

12. What was the sale price or total value (excluding transfer cost) of the land and building acquired? . . . . . TOTAL DOLLARS

13. Please indicate the total amount you paid for transfer costs (attorney fees, sales costs, financing, title examination, appraisal fees, etc.) . . . . . **TOTAL DOLLARS**

**NOTE: If this tract was acquired through inheritance or a gift, please sign and return the questionnaire in the enclosed envelope.**

14. How was the most recent acquisition financed?  
(Please check the primary source of funds.)

*OFFICE  
USE*

- A. Paid cash only. . . . .
- B. Seller financed, mortage or deed of trust. . . . .
- C. Seller financed, purchase or land contract. . . . .
- D. Private individual, not the seller. . . . .
- E. Commercially financed
  - 1) Federal Land Bank. . . . .
  - 2) Insurance Company . . . . .
  - 3) Commercial bank or savings and loan association. . . . .
  - 4) Farmers Home Administration (FmHA). . . . .
  - 5) Veterans Administration (VA). . . . .
  - 6) Small Business Administration (SBA). . . . .
  - 7) Other (Specify \_\_\_\_\_). . . . .

*OFFICE  
USE*

15. Was the loan insured or guaranteed by: (Please check if applicable)

*OFFICE  
USE*

**1** FHA      **2** FmHA      **3** VA      **4** SBA

16. What was the term (length) of the loan? . . . . . YEARS  
17. What was the interest rate on the loan? . . . . . PERCENT  
18. How many loan discount points did you pay? . . . . . POINTS

084  
085  
086

Reported by \_\_\_\_\_ Date \_\_\_\_\_

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